

Message Text

UNCLASSIFIED

PAGE 01 FRANKF 08086 100943Z

20

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 RSC-01 /021 W

----- 009437

R 100842Z DEC 74

FM AMCONSUL FRANKFURT

TO USDOC WASHDC

INFO SECSTATE WASHDC 8827

AMEMBASSY BONN

AMCONSUL BREMEN

AMCONSUL DUSSELDORF

AMCONSUL HAMBURG

AMCONSUL MUNICH

AMCONSUL STUTTGART

USMISSION USBERLIN

UNCLAS FRANKFURT 8086

E.O. 11652: NA

TAGS: BEXP, GW

SUBJECT: MINICOMPUTERS & PERIPHERALS SHOW

COMMERCE FOR TRAFTON - BIC 226

1. MINICOMPUTERS & PERIPHERALS
2. U.S. TRADE CENTER, FRANKFURT/MAIN, DEC 3-6, 1974
3. 50 REPRESENTING 70 FIRMS
4. \$ 1,482,755
5. \$ 74,958,598
 - A. \$ 4,459,000 NTE/NTM
 - B. \$ 70,499,598 OTM
6. 13
7. 5
8. 67
9. N/A
10. 1760

11. INFORMATION TERMINALS CORP. (NTM)

THIS COMPANY WAS PRINCIPALLY SEEKING EXPOSURE AND
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 FRANKF 08086 100943Z

REPRESENTATION THROUGH PARTICIPATION IN THIS SHOW.

THEY CONTRACTED A SALE OF \$5,000 OFF-THE-FLOOR, EXPECT TO SIGN 2 AGENTS WITHIN THE NEXT 12 MONTHS AND ARE STILL NEGOTIATING WITH 5 MORE. THEY FORECAST \$1,000,000 IN SALES OVER THE NEXT 12 MONTHS. MR. HAMLIN STATED THAT HE CONSIDERED THE OVERALL SHOW A SUCCESS AND WOULD CERTAINLY LIKE TO ATTEND NEXT YEAR. (NOT CLEARED)

MERI CORPORATION (NTE/NTM)

MR. CARLINO, V.P., WAS DELIGHTED WITH THE ENTIRE EXHIBITION. HIS PRIMARY OBJECTIVE OF SIGNING A GERMAN REPRESENTATIVE WAS ACHIEVED BY SIGNING DEUTSCHE T T C GMBH AND HE IS STILL NEGOTIATING WITH FOUR MORE FOR OTHER COUNTRIES, HE STATES THAT HIS 15 VALID SALES LEADS WILL PRODUCE \$ 360,000 IN SALES OVER THE NEXT 12 MONTHS. (CLEARED)

XEBEC SYSTEMS, INC. (NTM)

MR. WHITE, PRESIDENT, STATED, "SHOW WAS BERY GOOD. WE WILL DO SUBSTANTIALLY MORE BUSINESS IN GERMANY AS A RESULT OF THE SHOW THAN WE WOULD HAVE DONE WITHOUT IT". MR. WHITE APPOINTED A SALES AGENT FOR GERMANY AND IS NEGOTIATING WITH 3 MORE FOR AUSTRIA, FRANCE AND ITALY. XEBEC SYSTEMS SOLD \$ 4,000 OFF-THE-FLOOR OF THEIR FLOPPY DISKS AND CARTRIDGE DISKS AND FORECAST \$100,000 OVER THE NEXT YEAR. (CLEARED)

TELXON (FORMERLY ELECTRONIC LABS, INC.) (NTE/NTM)

MR. BRUCE ELMBLAD STATED, "VERY GOOD EXPOSURE OF OUR PRODUCT - SOLD ONE SYSTEM OFF THE TABLE". (NOTE: PRICE IS YET TO BE DETERMINED). OUT OF 20 REPFIND LEADS, MR. ELMBLAD IS SERIOUSLY NEGOTIATING WITH 5; GERMANY/AUSTRIA, U K, NORWAY, SWEDEN AND FINLAND. TELXON FORECAST OVER THE NEXT 12 MONTHS \$500,000 FROM ITS 40 SALES LEADS AND NEW REPRESENTATION. (CLEARED)

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 FRANKF 08086 100943Z

KEYTRONIC CORPORATION (NTE/NTM)

KEYTRONIC SHOWED ITS FULL LINE OF KEYBOARDS AND CONTRACTED \$ 100,000 OFF-THE-FLOOR SALES. MR. ZIRKLE, PRESIDENT, EXPECTS TO SIGN AN AGENT SHORTLY AND HAS AS ADDITIONAL SEVEN LEADS TO FOLLOW-UP. FROM THESE POSSIBILITIES, HE FORECAST AT LEAST \$ 1 MILLION OVER THE NEXT YEAR, STATING THAT EXHIBITION WAS WELL WORTH

WHILE. (CLEARED)

IT IS INTERESTING TO NOTE OF A SHOW THIS SIZE THAT
NOT ONE EXHIBITOR FAILED TO ACHIEVE OR PARTICALLY
ACHIEVE HIS PRIMARY OBJECTIVES.HARLAN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 10 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974FRANKF08086
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740357-1027
From: FRANKFURT
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741248/aaaaborq.tel
Line Count: 120
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2002 by colstocv>; APPROVED <04 FEB 2003 by MorefiRH>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MINICOMPUTERS & PERIPHERALS SHOW COMMERCE FOR TRAFTON - BIC 226
TAGS: BEXP, GE
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005